

# Targeted Expansion

**UGI**  
CORPORATION

## Business Units

Domestic Propane

**AmeriGas**  
America's Propane Company

**Heritage Propane**  
Serving America With Pride

International Propane

**FLAGA**

**AMANTIGAS**

**KOSAN GAS**

**antargaz**

Midstream & Marketing

**UGI Energy Services**

UGI Utilities

**UGI**  
UTILITIES, INC.



## KEY STATS

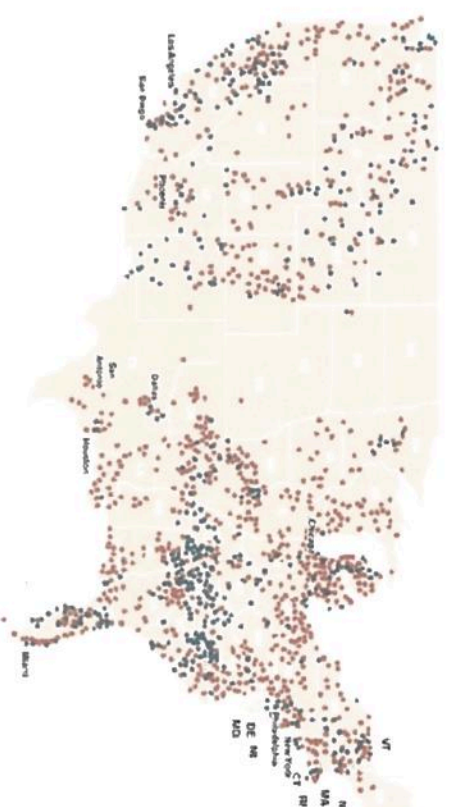
- ❖ AmeriGas Partners, L.P. (NYSE: APU)
- ❖ #1 propane distributor in U.S.
- ❖ 2 million customers
- ❖ Leading provider in a highly fragmented market

## FINANCIAL OBJECTIVES

- ❖ 3% annual EBITDA increase
- ❖ 5% annual distributions increase
- ❖ Growth opportunities:
  - ❖ AmeriGas cylinder exchange
  - ❖ National accounts
  - ❖ Bolt-on acquisitions

## KEY INITIATIVES

- ❖ Integration of Heritage Propane
- ❖ Drive productivity and efficiency
- ❖ World class safety performance







antargaz



ALANTIGAS



KOSAN GAS

## KEY STATS

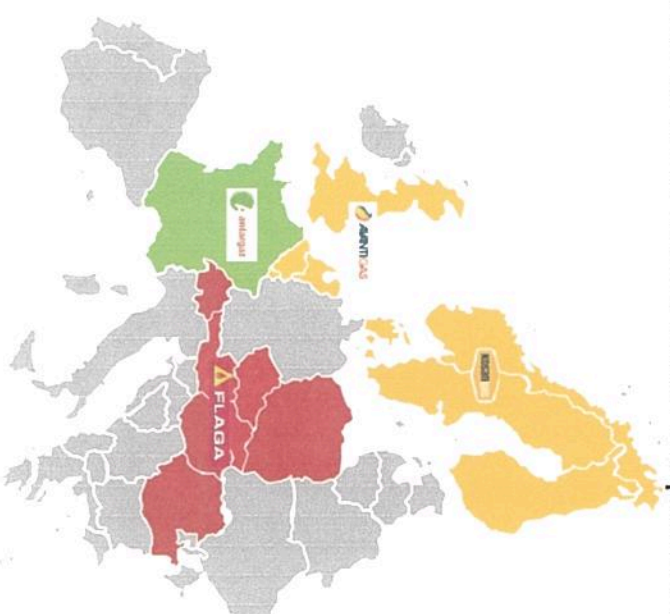
- ❖ Over 700 million gallons balanced across cylinder, bulk, autogas, and wholesale segments
- ❖ Serving France, Scandinavia, Austria, and most of Central Europe
- ❖ Recent €140 million Shell LPG acquisition in October 2011

## KEY INITIATIVES

- ❖ Completion of Shell LPG integration
- ❖ Organic growth opportunities:
  - ❖ Centralized piped networks
  - ❖ Customer conversions (oil to propane)
- ❖ Pursue bolt-on acquisitions

## FINANCIAL OBJECTIVES

- ❖ Cash generation from mature Western European markets
- ❖ Earnings growth from developing Central European markets
- ❖ Deliver benefits of Shell acquisition





## KEY STATS

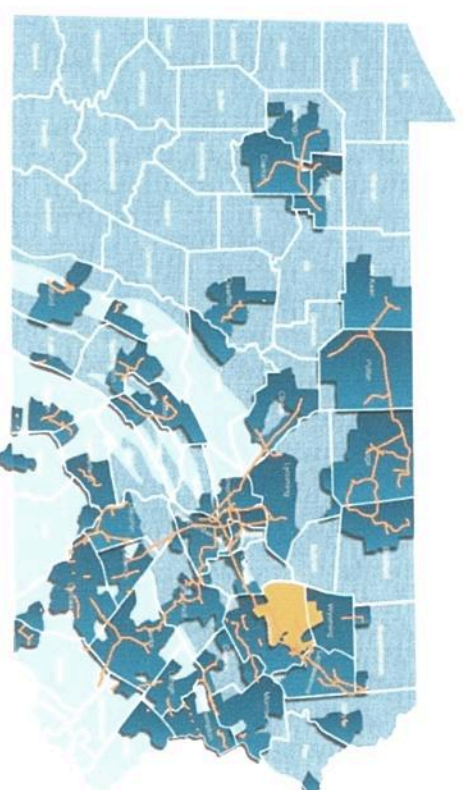
- ❖ Largest gas utility in PA with 575,000 customers and 173 Bcf gas throughput
- ❖ Small electric utility with 62,000 customers, integrated with gas utility operations
- ❖ Modernized infrastructure (84% of gas mains of plastic or coated steel)

## FINANCIAL OBJECTIVES

- ❖ Growth of core customer base
- ❖ Manage expenses consistent with a distribution company
- ❖ Periodic rate cases as appropriate

## KEY INITIATIVES

- ❖ Customer conversions (primarily fuel oil to natural gas)
- ❖ Accelerate infrastructure replacement
- ❖ Integration of Marcellus Shale production into supply plan





## Midstream & Marketing

### KEY STATS

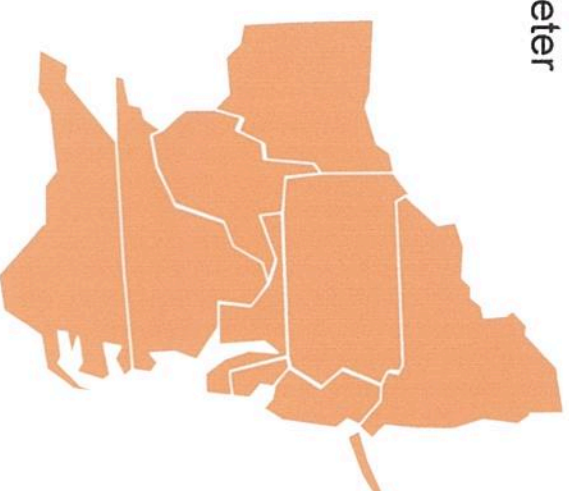
- ❖ Marketing:
  - ❖ Gas: 125 Bcf, 30,000+ locations
  - ❖ Power: 2MM MWhr/8,000 locations
- ❖ Midstream assets:
  - ❖ Auburn I gathering system
  - ❖ Nat gas peaking assets
  - ❖ 14.7 Bcf storage in NE PA
- ❖ Electric generation: 125 MW combined cycle gas, 102 MW coal-fired, 11 MW landfill, 6.5 MW solar

### KEY INITIATIVES

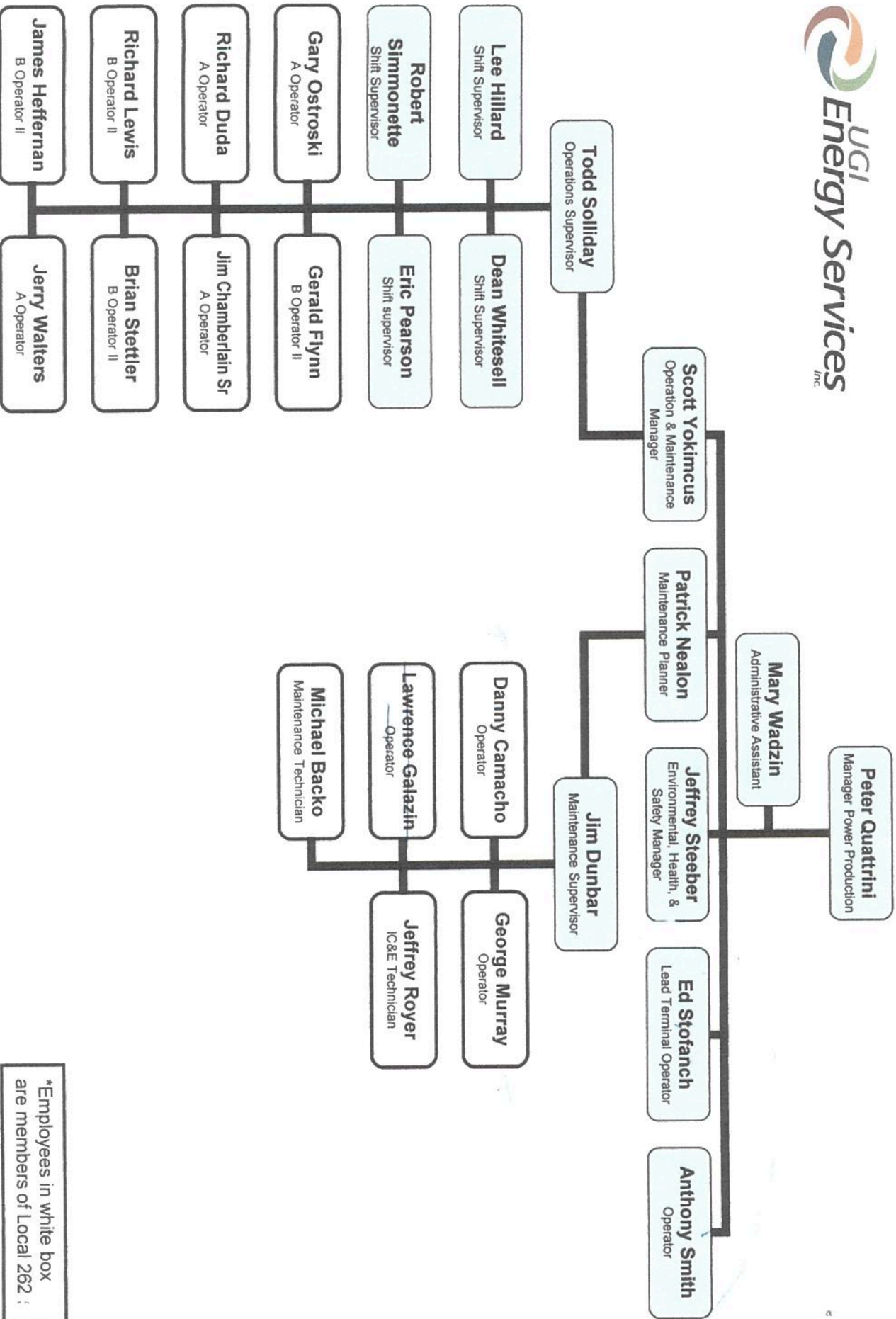
- ❖ Hunlock restart in Q3
- ❖ 1.0 Bcf LNG storage in service in Q4
- ❖ Auburn II and Commonwealth Pipelines

### OBJECTIVES

- ❖ Optimizing returns using a broad base of assets in our Mid-Atlantic footprint
  - ❖ Link Marcellus producers to attractive gas markets
  - ❖ Investments in deliverability and infrastructure
- ❖ Build position as a leading gas/power marketer



# Hunlock Creek Energy Center



\*Employees in white box are members of Local 262 ;